



**UNITY**

United for adolescent vaccination

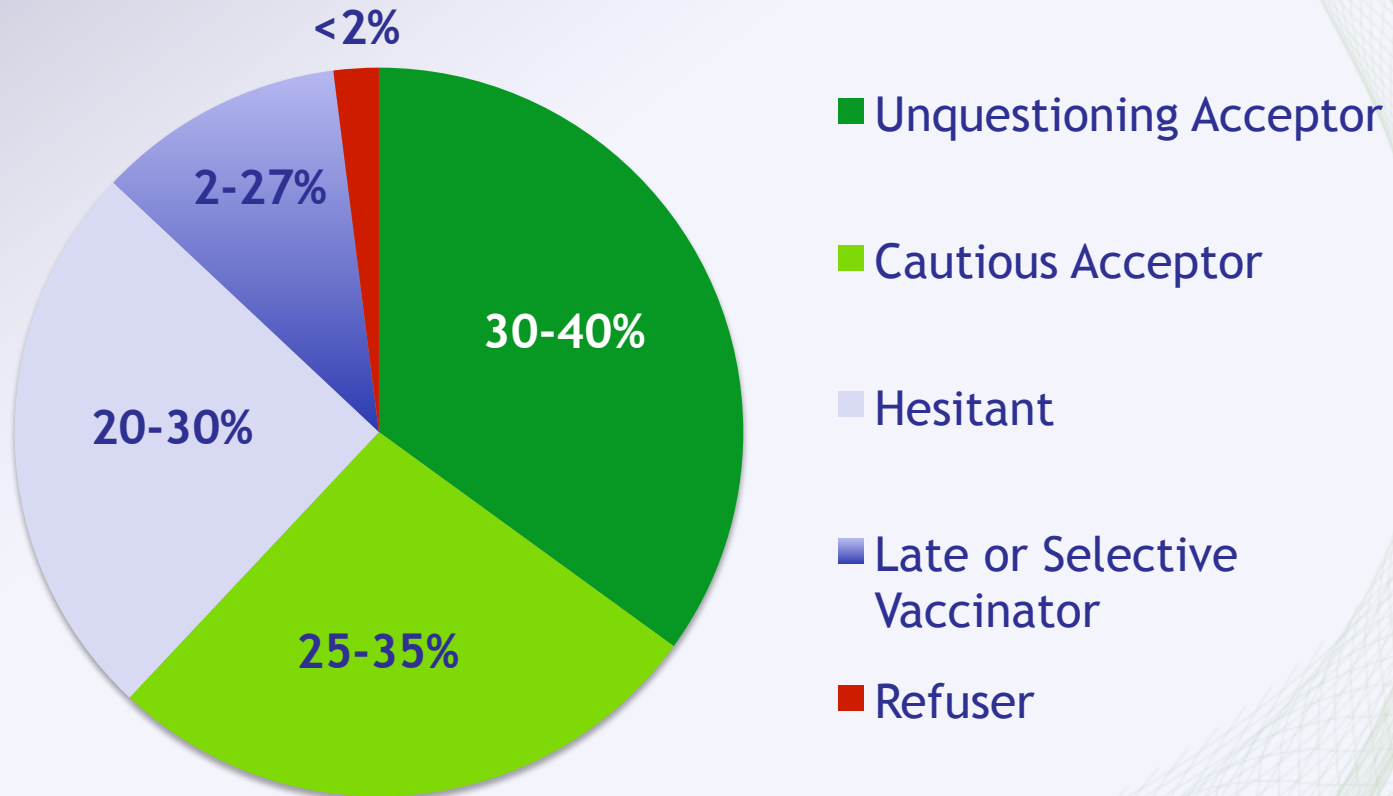
***Pursuit of the Three Cs:  
Confident, Concise and Consistent Health Care Provider  
Recommendations for Adolescent Vaccines***

*Motivational Interviewing (MI) for Hesitant and Refusing Parents*



# Parental Disposition

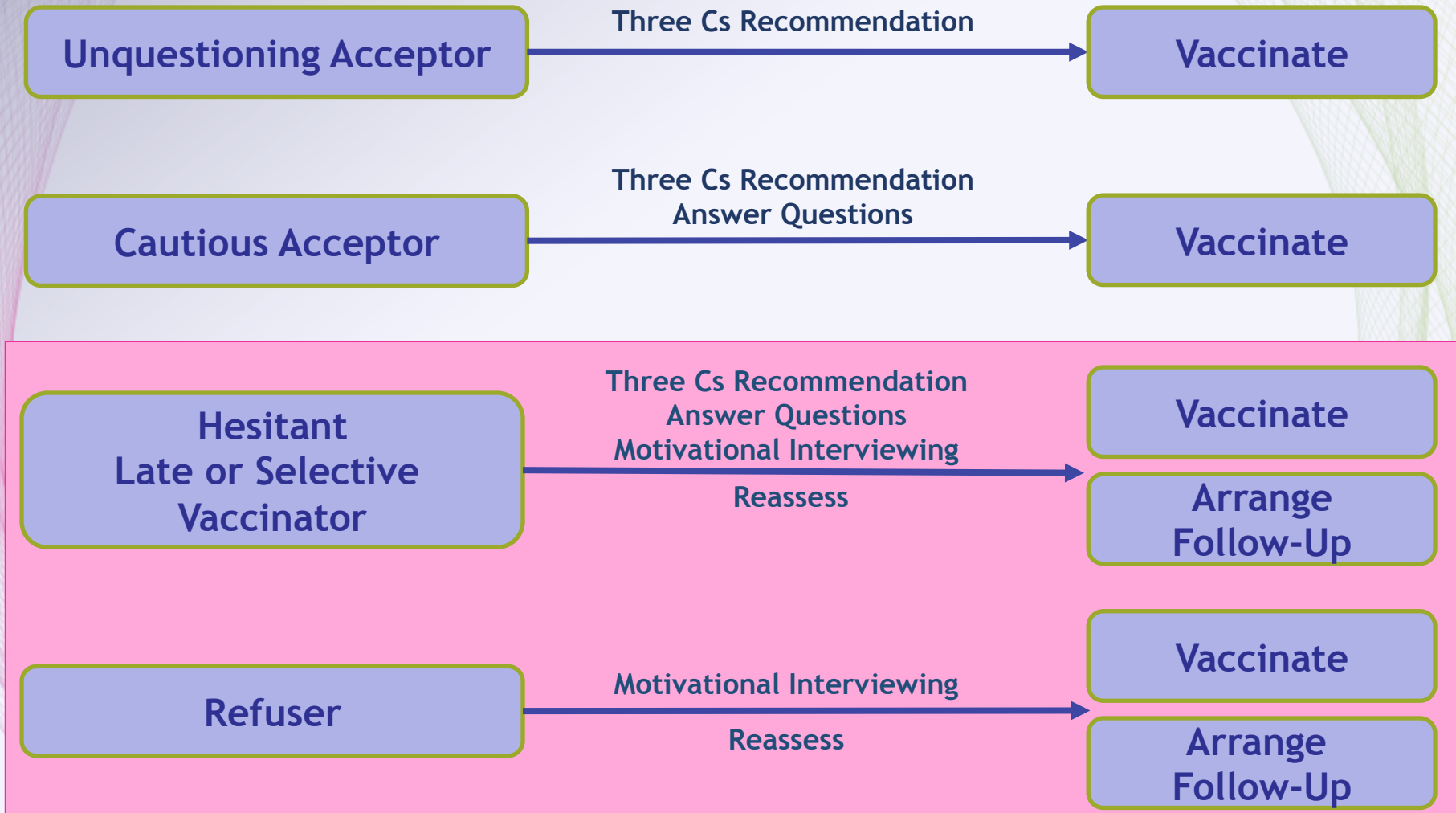
## Majority Of Parents Are “Acceptors”





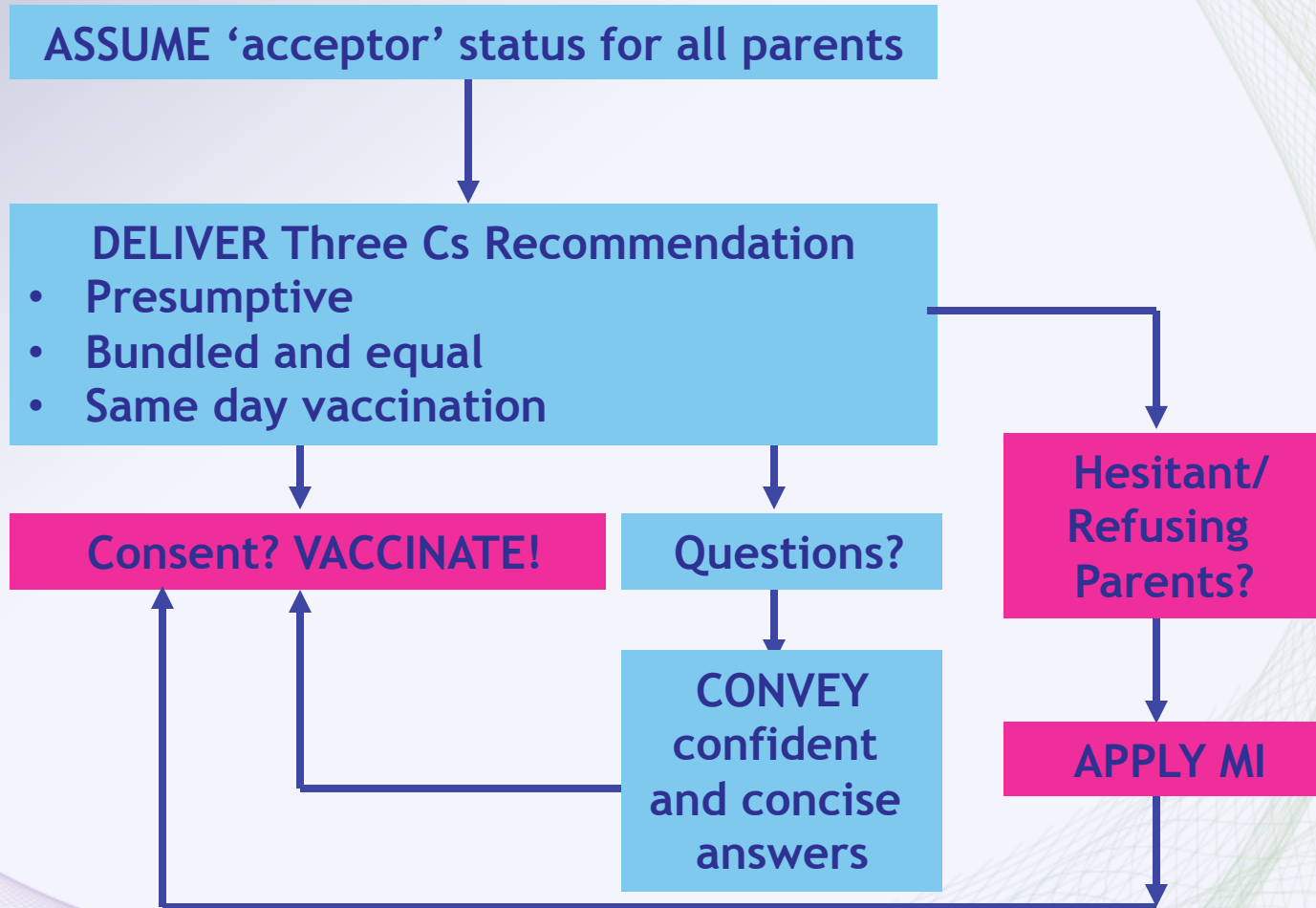
# Parental Disposition Framework

## Apply MI To Hesitant/Refusing Parents





# Communicating With Hesitant/Refusing Parents





# Motivational Interviewing

Motivational interviewing is a **collaborative conversation style** for strengthening a person's own motivation and commitment to change. It's a way of *being* versus a way of *doing*.

For hesitant or refusing parents, providers can use motivational interviewing to interact in a way that **increases the motivation to change and evokes change talk** (a person's own statements that favor change).

*Example:*

*"I value prevention and put great effort into keeping my kids healthy"*



# Motivational Interviewing Using OARS

- O** Open questions
- A** Affirming
- R** Reflecting
- S** Summarizing





# Motivational Interviewing Tools

1. **Invite** parent/adolescent (P/A) to talk vax
2. **Encourage** discussion of the change (pros)
3. **Elicit** how the P/A thinks and feels about vax
4. **Use** empathic listening statements when P/A talks about vax
5. **Acknowledge** challenges about vax that P/A faces
6. **Provide** information that is sensitive to P/A concerns
7. **Actively convey** respect for P/A choice
8. **Exchange** ideas with P/A about how to move forward toward acceptance



# Motivational Interviewing

## What It Sounds Like

### Invites parent/adolescent to talk about vaccination

*What are your concerns about the vaccine?"*

*How can I better help you to understand the value of vaccinating?"*

### Encourages discussion of the change (pros)

*What benefits do you see in vaccinating?*

*Why did you choose a 3 on the importance scale and not a lower number?" (when using scale)*

### Elicits how the parent/adolescent thinks and feels about vax

*Tell me what you know about the side effects of the vaccine.*

*What have you heard from the school?*

### Uses empathic listening

*You are anxious because you've read some pretty scary stuff on the Internet.*

*You're worried about getting three shots at a time.*

*Making the right decision is very important to you.*





# Motivational Interviewing

## What It Sounds Like

### Acknowledges challenges

*I hear your concern about him being able to play softball tonight.*

*Getting time off work to come in for the next HPV shot will be a challenge for you.*

### Provides information that is sensitive to parent/adolescent concerns

*You've mention two main concerns. Would it be alright with you if we talk about each one and then see what you think?*

### Actively conveys respect for parent/adolescent choices

*I've shared my view about why this is an important vaccine but in the end this is a decision only you can make.*

### Exchange ideas on how to move forward

*I have some information/ideas that might be helpful to you in making this decision.*

*May I share them with you?*